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# IMPORT ANALYSIS

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ENGINES FOR PUMP JACKS

JANUARY TO DECEMBER 1983



Government  
of Canada

Regional Industrial  
Expansion

Gouvernement  
du Canada

Expansion industrielle  
régionale

Canada

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C O N T E N T S

	<u>PAGE</u>
<u>SECTION I</u> - Scope of Analysis	3
<u>SECTION II</u> - Analysis of Imports	4
TABLE 1 - By Capacity and Type of Fuel	6
TABLE 2 - By Unit Price Range	6
<u>SECTION III</u> - Canadian Importers	7
<u>SECTION IV</u> - Foreign Exporters to Canada	8
<u>SECTION V</u> - Canadian Production	8
<u>SECTION VI</u> - Canadian and Foreign Tariffs	9

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- REFERENCES:
- (1) Customs Tariff: Item 49105-1
  - (2) Canadian International Trade Classification (Cat. #65-502E, Statistics Canada)
  - (3) Imports by Commodities (Cat. #65-007, Statistics Canada)  
Commodity Codes: see Section I

SECTION I

SCOPE OF ANALYSIS

This report is based on a detailed examination of documents covering imports of engines for pump jacks for the period January to December 1983. These type of engines were classified to tariff item 49105-1 (see Section VI for tariff description).

The following Statistics Canada Import Commodity Codes were examined.

- 502-25-29 Engines, Gas, not elsewhere specified, 6 BHP and under
- 502-25-39 Engines, Gas, not elsewhere specified, over 6 BHP to 11 BHP
- 502-25-49 Engines, Gas, not elsewhere specified, over 11 BHP to 50 BHP
- 502-25-89 Engines, Gas, not elsewhere specified, over 50 BHP
- 502-99-18 Engines, Diesel and Semi-Diesel, General Purpose, Accessories
- 502-99-28 Engines, Gas, General Purpose, Accessories
- 502-99-31 Engines, Kerosene Type, General Purpose
- 502-99-32 Engines, Natural Gas Fired, General Purpose
- 502-99-89 Engines, General Purpose, not elsewhere specified

Of the nine classes examined, engines for pump jacks appeared in classes 502-25-89 and 502-99-32.

SECTION II

ANALYSIS OF IMPORTS

Imports of engines for pump jacks during 1983 amounted to 914 units valued at \$7,103,228.

The analysis indicates that engines valued between \$7,001 and \$10,000 accounted for 64% of the total value of imports (see Table 2).

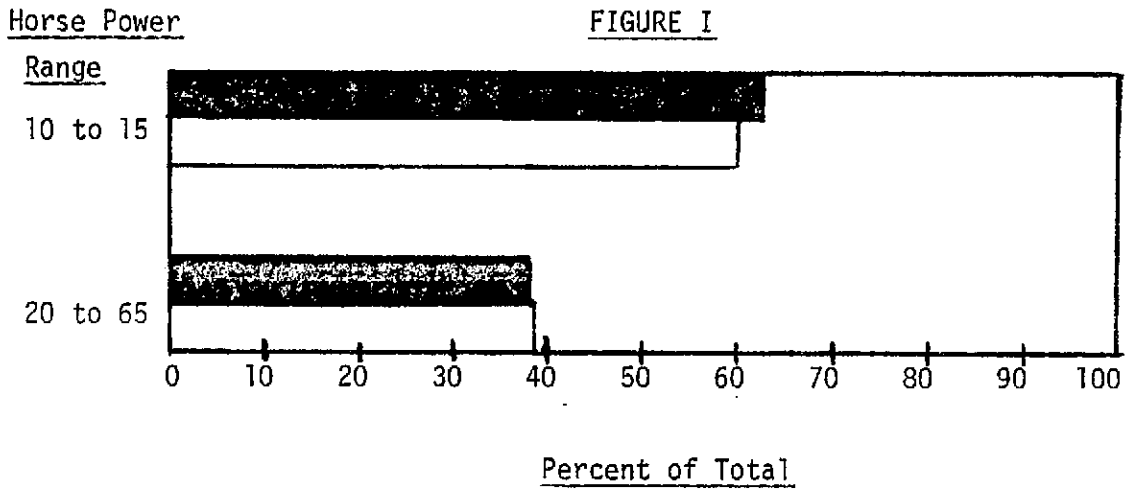
Sixty-four percent of the total value of engines have a capacity range of 10 to 15 H.P., and 91% of this H.P. range are powered by gasoline (see Table 1). All imports originated from the United States. All imports entered Western Canada. The dominant province of entry was Alberta accounting for 60% of the total value. The one cylinder engines accounted for 71% of the quantity while the two cylinder engines represent 26%, leaving three percent not identified.

Of the \$7.1 million of imports, the top three importers accounted for 67% and the top five for 77%.



Used engines valued at \$40,000 are not included in the following two tables.

NOTE: Dollar values shown are based on selling price F.O.B. plant, in Canadian dollars. This selling price represents the value paid by the importer, excluding all freight, packing and insurance costs when specified. All trade discounts when applicable are also deducted from the selling price.

ENGINES FOR PUMP JACKS  
IMPORT DISTRIBUTION BY HORSE POWER RANGE  
JANUARY TO DECEMBER 1983



The engines in the range 10 to 15 horse power accounted for 64% by quantity and 62% by value of the import market.

Quantity =   
Value = 

SOURCE: Own Survey: Table 1

TABLE 1

IMPORTS OF ENGINES FOR PUMP JACKS - BY CAPACITY AND TYPE OF FUEL  
JANUARY TO DECEMBER 1983

<u>Horse Power</u> (range)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>TYPE OF FUEL</u>	
			<u>Gasoline</u> (% of value)	<u>Natural Gas</u> (% of value)
10 to 15	582	4,384,083	91	9
20 to 65	332	2,719,145	44	66
TOTAL	914	7,103,228	71	29

TABLE 2

IMPORTS OF ENGINES FOR PUMP JACKS - BY UNIT PRICE RANGE  
JANUARY TO DECEMBER 1983

<u>Price Range</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average Unit Price</u> (\$)
6,000 and under	41	226,040	5,513
6,001 to 7,000	214	1,336,524	6,245
7,001 to 8,000	263	1,979,700	7,527
8,001 to 10,000	308	2,558,711	8,307
Over 10,000	88	1,002,253	11,389
TOTAL	914	7,103,228	7,771



SECTION III

CANADIAN IMPORTERS

Importers of engines for pump jacks during the period January to December 1983, as indicated in Section II, are listed below in alphabetical order.

Bird Oil Equipment Ltd.	Calgary, Alberta
Continental-Emsco Co. Ltd.	Calgary, Alberta Edmonton, Alberta
Dominion Oilfield Supply Co.	Calgary, Alberta Edmonton, Alberta Kindersley, Saskatchewan
Franklin Supply Co. Ltd.	Calgary, Alberta Lloydminster, Alberta
Manitou Metals Ltd.	North Battleford, Saskatchewan
Mid-Continent Supply Co.	Edmonton, Alberta
R.A. Lister Canada Ltd.	Toronto, Ontario
The National Supply Co. Ltd. Sub. of Armco Inc.	Edmonton, Alberta
USS Oilwell Supply Co. Ltd.	Calgary, Alberta Edmonton, Alberta
Viking Surplus Oilfield Equip.Ltd.	Estevan, Saskatchewan
Wilson Oilfield Supply Ltd.	Edmonton, Alberta

SECTION IV

FOREIGN EXPORTERS TO CANADA

Exporters to Canada of engines for pump jacks during the period January to December 1983 as indicated in Section II are listed below in descending order of value. All exporters were located in the United States.

Arrow Speciality Co.	Tulsa, OK
Gemini Engine Co.	Corpus Christi, TX
R.A. Lister Diesels Inc.	Olathe, KS
Oilwell Division, United States Steel Corp.	Garland, TX
Continental Emsco Co.	Sidney, OK
J.W. Operating Co.	Longview, TX

SECTION V

CANADIAN PRODUCTION

According to departmental sources, engines for pump jacks as described in this report are not presently manufactured in Canada.

SECTION VI

CANADIAN AND FOREIGN TARIFFS

CANADA

Engines for pump jacks included in this analysis were dutiable under the following most commonly applied tariff item.

<u>Tariff Item</u>	<u>Description</u>	(1) <u>British Preferential Tariff</u>	<u>Most Favoured Nation Tariff</u>	<u>General Tariff</u>	<u>General Preferential Tariff</u>	<u>U.K. &amp; Ireland</u>
49105-1	Machinery and apparatus for use in exploratory or discovery work in connection with oil or natural gas wells or for the development, maintenance, testing, depletion or production of such wells up to and including the wellhead assembly or surface oil pumping unit; well-drilling machinery and apparatus for use in the exploration, discovery, development or operation of potash or rock salt deposits; these provisions shall not include automotive vehicles or chassis on which the machinery and apparatus are mounted: Of a class or kind not made in Canada.....	Free	Free	Free	Free	Free

(United States falls within MFN Category)

(1) Excludes U.K. and Ireland

Tariff items and rates of duty are subject to change and need to be verified by direct reference to:

Department of National Revenue  
Tariff Programs  
Customs and Excise  
Ottawa, Ontario  
K1A 0L5

FOREIGN COUNTRIES

Inquiries concerning tariffs and other government trade regulations in foreign countries should be directed to:

International Bureaux  
Department of External Affairs  
Ottawa, Ontario  
K1A 0G2

